

# **Selling To State & Local Government: Strategies For Success**



## **Small Business Procurement Workshop Tuesday, April 26, 2005**

**Hosted by Virginia Commonwealth University Procurement**

Registration 7:30 am to 8:00 am

Workshop 8:00 am to Noon

Dominion Virginia Power Innsbrook Technical Center

**Admission is free**

Representatives from the Commonwealth of Virginia will discuss the state's new initiative to increase access to state contracting for **small, women** and **minority** businesses. Topics include state certification and use of eVA, the state's electronic purchasing system.

### **This is your opportunity to:**

Meet state and local government buyers.

Hear what products and services buyers are seeking.

Introduce your business to state and local government buyers.

Receive business assistance with state certification and eVA.

*Buyers from state government agencies in the Central Virginia region  
will be available.*



This event is sponsored in partnership with the  
Virginia Department of Business Assistance (DBA).



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## **A G E N D A**

### **Small Business Procurement Workshop Virginia Commonwealth University Tuesday, April 26, 2005**

**7:30AM - 8:00 REGISTRATION, WALK-INS & NETWORKING**

**8:00 - 8:15 WELCOME:**

Wayne Waldrop, Existing Business Services Director, Virginia Department of Business Assistance

**8:15 - 8:30 ED GIBBS, DIRECTOR, VCU PROCUREMENT & PAYMENT**

A look at VCU's historic success with SWAM suppliers

**8:30 - 8:45 LOCAL SUCCESS STORY**

**8:45 - 9:15 SWAM CERTIFICATION PRESENTATION:**

Shay Hope, Procurement Advocate, Department of Minority Business Enterprise

**9:15 - 9:30 SWAM CERTIFICATION Q & A**

**9:30 - 9:45 NETWORKING & COFFEE BREAK**

**9:45 - 10:30 VENDOR SUCCESS WITH eVA:**

Deborah Hudson, Procurement Assistance Program Manager, DBA

**10:30 - 10:45 eVA Q & A, DBA**

**10:45 - 11:00 BREAK**

**11:00-12:30 VENDOR MATCHMAKING & ASSISTANCE FAIR:**

- ▶ Suppliers visit exhibitors and meet buyers face to face and discuss specific purchasing needs.
- ▶ Department of Minority Business Enterprise exhibit and seating available for one-on-one explanation and assistance with questions on certification process and SWAM initiative.
- ▶ Virginia Business Information Center (VBIC) live help exhibiting and available for business problem solving.
- ▶ DBA Procurement Assistance exhibiting and available for vendor support and guidance on market strategy.



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# Selling To State & Local Government: *Strategies For Success*

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## ATTENDEE INFORMATION:

Name	Title		
Business/Organization		FIN (Fed. ID Number)	
Address			
City		State	Zip
Telephone	Fax	Email	
Principal Product or Service			

## WORKSHOP LOCATION:

Dominion Virginia Power Innsbrook Technical Center, Glen Allen

**REGISTRATION: 7:30 TO 8:00 AM** | **WORKSHOP: 8:00 AM TO 12:30 PM**

## SEND REGISTRATION TO:

Fax: Loretta Vines, 804-371-2142

Email: [loretta.vines@dba.virginia.gov](mailto:loretta.vines@dba.virginia.gov)

Mail: Loretta Vines

Virginia Department of Business Assistance

P.O. Box 446

Richmond, VA 23218

ATTN: Procurement Workshop

## QUESTIONS OR SPECIAL NEEDS:

804-371-0357



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